

Message Text

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PAGE 01 DAKAR 00480 270907Z

17

ACTION AF-06

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TO SECSTATE WASHDC 9636

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EO 11652: NA

TAGS: BEXP, BTRA, EARG, EINN, SG

SUBJ: NABISCO PROJECT IN SENEGAL

REF: A. STATE 266288

B. DAKAR 6746

C. USDOC 18513

1. NABISCO PROTEIN FOODS INTNL (NPFI) VISITED DAKAR IN MID-DEC. MORRIS LEVINSON AND JOSEPH MARCUS DISCUSSED PROJECT WITH AMBASSADOR AND WITH GOS OFFICIALS. PROJECT HAS EVOKED SOME INTEREST ON PART OF GOS. NABISCO WORKING IN ASSOCIATION WITH CHRISTIAN VALENTIN, PROMINENT SENEGALESE BUSINESSMAN AND MEMBER OF NATIONAL ASSEMBLY. DURING VISIT, NABISCO SIGNED "CONVENTION" WITH GOS IN WHICH BOTH SIDES AGREED TO WORK TOGETHER IN DEVELOPMENT OF PROTEIN FOODS.

2. SENEGALESE HOPE TO CONVINCE NABISCO TO INVEST IN PLANT IN SENEGAL TO PRODUCE PROTEIN FOODS BASED ON SENEGALESE PEANUTS RATHER THAN SOY BEANS CURRENTLY USED IN NPFI PRODUCTS IN US. NABISCO INTERESTED INITIALLY IN SERVING MARKET VIA EXPORTS FROM US AND HOPES TO FIND LOCAL CAPITAL, EITHER GOS OR PRIVATE, TO FINANCE ANY PLANT IN SENEGAL. THUS, DESPITE SIGNING OF CONVENTION, TWO PARTIES SEEM FAR FROM AGREEMENT ON SPECIFIC PROGRAM. BRIAN FIX, LAWYER FROM PARIS OFFICE OF DAVID MORSE'S LAW FIRM, WORKED HARD

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PAGE 02 DAKAR 00480 270907Z

TO GET GENERAL AGREEMENT BUT ADMITTED MANY DETAILS

REMAIN UNRESOLVED.

3. VALENTIN AND MRS MARIE-THERESE BASSE, DIRECTOR
OF SENEGAL'S NUTRITION INSTITUTE PLAN TO VISIT NABISCO
IN US. VISIT ORIGINALLY PLANNED FOR JAN OR FEB 75
BUT WILL BE DELAYED DUE TO MRS BASSE'S
ILLNESS AND COMMITMENTS OF VALENTIN.
AGGREY

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